



Office of the Chief Procurement Officer • FY 2022

ANNUAL REPORT

EMPOWER | COLLABORATE | INNOVATE | PROCURE

O C P O

Office of the Chief Procurement Officer



Homeland
Security

Message from the Chief Procurement Officer



On behalf of myself, Nina Ferraro, Deputy Chief Procurement Officer, and the entire DHS Procurement leadership team, I'm honored to present this report of incredible accomplishments achieved by our workforce in Fiscal Year 2022. Together, we exemplified our four strategic priorities — empower, collaborate, innovate, and procure — and made this a banner year of “firsts” for DHS.

Some of the many firsts we accomplished were record-breaking competition rates, the largest number of first-time businesses working with DHS, and the highest small business achievements in our agency's history. These extraordinary feats are a result of your hard work and dedication to the mission.

Our everyday efforts impact the security of our nation and the safety of its people. I want you to know that we see you, we recognize the work you do, and we thank you for your continued commitment to making DHS the premier government procurement organization.

I encourage you to read the stories in this report and know that it was your effort that made the successes highlighted possible! Each of you helps make our strategic vision a reality.

IN THIS REPORT:



EMPOWER

Prepare and Empower
Our People to Excel



COLLABORATE

Energize Partnerships
Through Collaboration



INNOVATE

Inspire Innovation to
Enhance Mission Capability



PROCURE

Enrich the DHS
Procurement Experience

Paul Courtney

DHS Chief Procurement Officer



Prepare and **Empower** Our People to Excel

The More You Know

Many DHS procurement staff had an “aha” moment during small business training in FY 2022. The Office of Small and Disadvantaged Business Utilization (OSDBU) continued its successful training courses, offering eight sessions on topics ranging from consolidation and bundling to equity in procurement and OSDBU’s responsibilities. Some attendees saw the topics through a small business lens for the first time and said they felt empowered by the new understanding.



“As a COR, I have a better understanding and learned more about the roles and responsibilities of OSDBU.”
 — OSDBU TRAINING ATTENDEE

“This course brought an understanding of the statutory roles and responsibilities of OSDBU.” — OSDBU TRAINING ATTENDEE

Spotlighting Behind-the-Scenes Work



When you think of the DHS mission, the procurement workforce isn’t always the first thing that comes to mind. The Office of the Chief Procurement Officer (OCPO) developed a campaign to change that, putting the procurement community front and center in stories about how they enable the mission. The Mission-First campaign celebrates the work of the procurement community, reminding the DHS workforce and leadership about the critical role they play and giving procurement professionals an opportunity to see themselves in mission outcomes. Those “I did that” and “The Department couldn’t have done that without us” moments are what Mission-First is about: building pride in the community for a job well done.

Frontline operators like the ones seen here can perform their duties because of the seldom-pictured procurement community. The Mission-First campaign celebrates these behind-the-scenes professionals.

“Great articles on timely contracting supporting critical operations, including lessons learned. Thanks for sharing.”
 — U.S. COAST GUARD, ACQUISITION PROGRAM



What's the Big Idea?

What better way to empower the workforce than to ask procurement professionals to help solve procurement challenges? The Procurement Innovation Lab (PIL) created the executive sponsored PIL Idea Competition and presented the workforce with three opportunities to solve challenges that impede the procurement process. The crowdsourcing platform is already a success based on the enthusiastic response from the workforce with ideas on how to reduce administrative burdens and improve the quality of work. More than 52 solutions were submitted

across three idea competitions. After finalists are chosen and their ideas are prototyped, a panel of subject matter experts will select winning solutions and the winner(s) will receive a prize. We can't wait to see who the winners are in FY 2023!



In a Flash

How do you get complex pricing and policy information to the procurement workforce? In a flash. Recognizing that today's professionals are accustomed to learning from short videos, the Acquisition and Policy Oversight (APO) Office created 2-minute videos that cover topics like sustainable acquisitions and the Federal Priorities and Allocation System (FPAS) process in a brief and easy-to-understand format. Busy staff get the tools they need without a huge time commitment and can rewatch as often as they need. It's another way we meet our goal to deliver training at the speed of need. The videos have proven to be a big hit in and out of OCPO, with hundreds of views on DHS Connect and YouTube.

"Thanks for the video, **this quickly cleared up a lot of questions** we had on FPAS."

— OCIO PROGRAM OFFICIAL



Attention to Details

Don't quit your day job. These procurement professionals didn't have to quit to explore new roles within DHS. Detail assignments allow staff to test new responsibilities, get closer to the frontlines, or support an initiative that is meaningful to them. Procurement leadership supports them, making accommodations for staff absences because the experiences empower staff with new perspectives that they bring back to their roles, ready to provide even better support. These OCPO staff had this to say about their details in FY 2022:



Sherry Frank

FROM
OCPO, Strategic Programs
Division

TO
Family Reunification
Task Force, DHS Office
of the Secretary

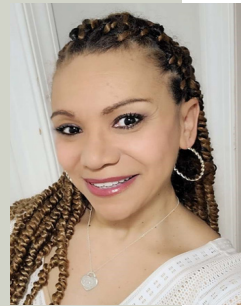
"I learned an incredible amount and was pushed outside of my comfort zone. I appreciate that my leadership and my team allowed me this opportunity; **it was extremely worthwhile and I felt so connected to the mission!**"

"Being a volunteer for either DHS Volunteer or Surge Forces is **the best opportunity** for you to do something to help your agency, help the nation, and provide you with a new perspective outside of your day-to-day position."

Dana Blake

FROM
CBP Enterprise Services
Graduate of OCPO, AWSS,
Warriors-to-DHS Pathway
Program

TO
Operation Allies Welcome,
DHS Unified Coordination Group



Timothy Bradley

FROM
OCPO, AWSS

TO
Operation Allies Welcome,
DHS Unified Coordination
Group

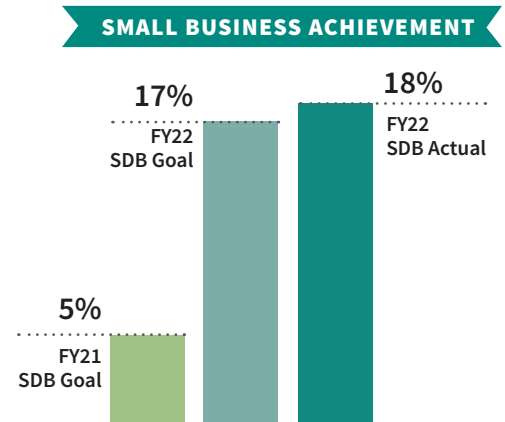
"It was a historical opportunity and **a chance to directly help change people's lives for the better.** I learned to work under cultural differences, language barriers, and Interagency differences."



Energize Partnerships Through Collaboration

Workforce Responds to Secretary’s Call to Action

Some would call it a *tour de workforce*. Working together, the DHS procurement community delivered the highest small and disadvantaged business (SDB) achievement in the Department’s history in FY 2022: 18 percent of eligible dollars went to SDBs. It was a team effort led by a strong call to action from Secretary Alejandro Mayorkas, the first DHS Secretary to issue an executive memo asking DHS senior executives to do more to support small business involvement. The workforce responded, collaborating with the Office of Small and Disadvantaged Business Utilization, small business specialists, and the larger DHS procurement community to prioritize small businesses and meet an SDB goal that was more than triple the previous year’s goal: from 5 percent to 17 percent. It takes a village to accomplish a feat like this.



*All FY 2022 numbers are preliminary as of December 2022.

A Refreshing Approach

The Procurement Town Hall needed a refresh! The Communications and Industry Liaison Branch and the Chief of Staff Team focused on the strategic priority of collaboration and restructured the town hall to be more interactive and allow for more collaboration among staff. These changes now provide the opportunity to hear from operational contracting team members to showcase the great work they are doing across the DHS community. The new format has made a difference.

“I liked the mission focus and hearing from colleagues. It was helpful and interesting to see the diverse missions we support. I also enjoyed hearing about how colleagues approached and resolved problems.”

— TOWN HALL ATTENDEE

“I particularly appreciated the employee acknowledgment.”

— TOWN HALL ATTENDEE





Bringing Energy to Secretary-Level Priority

What a bright idea! The acquisition workforce had limited exposure to Energy Savings Performance Contracts (ESPCs) until a first-of-its-kind training gave contracting, program, and legal staff the knowledge and confidence to use them. ESPCs support one of the Secretary's infrastructure transformation priorities—driving corporate citizenship through procurement—and they are an important component of the Energy Act of 2020. The Acquisition Policy and Oversight (APO) office partnered with the Homeland Security Acquisition Institute (HSAI), the DHS Office of Sustainability, and the Department of Energy (DOE) to create training that addressed questions and concerns about using ESPCs and provided practical examples of how DOE has used the contracts successfully. DHS teams are working together on ESPCs and intend to have the first contracts awarded in late spring 2023.



Agencies have used ESPC contracting vehicles since 1998 to significantly reduce energy and operating costs and make progress toward meeting federal sustainability goals.

Working Together Works Out



“The information provided and the timely response was exactly what FLETC needed.”

– GEORGE BROWN, FLETC

Some things work better together. No one knows this better than the Federal Law Enforcement Training Centers (FLETC) Head of Contracting Activity George Brown and Strategic Solutions Office (SSO) Executive Director James Lewis. The two worked on a CPO transformation initiative to address concerns with the waiver process. They pinpointed the issue and jointly developed solutions to better train Components on the waiver determination and approval processes. Through the partnership, Brown learned about SSO's role as advisor on acquisition strategies. When FLETC needed to conduct a barrier analysis on female employment, Brown reached out to Lewis to leverage DHS strategic sourcing vehicles to reach a Federally Funded Research and Development Center that offered a unique solution. According to Brown, “The information provided and the timely response was exactly what FLETC needed to decide on the most appropriate acquisition strategy for the requirement.” We love it when a plan comes together!



“SUM” Help Goes a Long Way



THE TEAM

The Strategic Solutions Office (SSO), FEMA contracting office, and seven federal category management teams.



THE CHALLENGE

FEMA was caught between a rock and hard place. It consistently underperformed in its spend under management (SUM) against its total spend, because FEMA-specific advance contracts, which account for major portions of its total spend, did not fall under the established SUM model due to regulatory requirements and specific mission needs. Advance contracts were created by the Post-Katrina Emergency Management Reform Act (PKEMRA) of 2006 to procure goods and services for disaster relief and recovery.



THE PLAY

The team advocated to OMB that FEMA’s advance contracts meet the majority of criteria of the SUM model and requested that the spend be designated as Tier 1 SUM.

THE IMPACT

FEMA’s advance contracts spend encompassed 100 contracts in 49 mission-essential areas. Getting OMB Tier 1 designation for FEMA advance contracts added \$955 million in new Tier 1 spending in FY 2022. It added 5 percentage points to DHS SUM performance in FY 2022 and helped FEMA surpass its FY 2022 SUM goal of 45 percent by 41 percentage points.



100

ADVANCE
CONTRACTS



\$955M

IN NEW TIER 1
SPENDING



5%

ADDED TO SUM
PERFORMANCE



DHS Turns the Table on Hackers



Malicious hackers try daily to enter and bring down DHS systems, threatening national security and impeding the DHS mission. Now, the hackers trying to break in will be working for DHS. The Office of Procurement Operations and the Strategic Programs Division worked with the Chief Information Officer team to establish a contract to access white glove hackers to break into DHS systems and tell DHS about vulnerabilities that need to be addressed. The Secretary-level initiative to award the Hack DHS indefinite delivery/indefinite quantity (IDIQ) contract put hackers through rigorous tests to ensure they were true hacking experts who could imitate the hacks malicious actors make. For the first time, DHS has quick, easy access to ethical hackers and the peace of mind that our systems are secure.

Sharing Is Caring

The transition from FAITAS to Cornerstone OnDemand presented some challenges. Acquisition Workforce and Systems Support (AWSS) had to migrate more than 25,000 individuals' training and certification records to the new system, and the DHS acquisition workforce had to get used to the new government-wide learning management system. AWSS's close collaboration with DHS Components and other federal agencies eased the transition. AWSS serves on the government-wide council that oversees the training system, and the office kept Components aware of impending changes before they happened and took Component concerns back to the council. In the process, AWSS was able to produce unique system solutions that benefitted DHS and other agencies. In response to one of the Component requests, AWSS developed an internal continuous learning dashboard so Component Acquisition Career Managers can better track employee progress and compliance. AWSS took it one step further by sharing the code with other agencies on the council so they too could implement dashboard solutions.



25,000

**INDIVIDUALS' RECORDS
MIGRATED TO NEW SYSTEM
IN FY22**



Exhibiting Procurement Innovation Outside the Department

With coaching support from the Procurement Innovation Lab (PIL), the National Park Service awarded a small business contract just 33 days after releasing a solicitation to design and install two interpretive exhibits. The two-phase proposal process required vendors to submit photos of previously completed exhibits and give a 15-minute oral presentation pitch followed by interactive dialogue. The results were a competitive solicitation, a contract awarded to a small business in 33 days, and \$84,500 saved.



National Park Service's Cane River Creole National Historical Park

Lending Procurement Acumen to the Science and Technology Directorate

The Procurement Innovation Lab (PIL) helped the Science and Technology Directorate (S&T) consolidate five IT support services contracts and implement innovative procurement techniques to award a \$111 million blanket purchase agreement (BPA) to a woman-owned small business. The consolidation helped DHS take advantage of economies of scale, and the three-phase down-select approach gave S&T confidence in the awardee's ability to perform the work. S&T awarded the contract in nine months.



CONSOLIDATE
5 **CONTRACTS**
INTO 1



**AWARDED TO A
WOMAN-OWNED
SMALL BUSINESS**

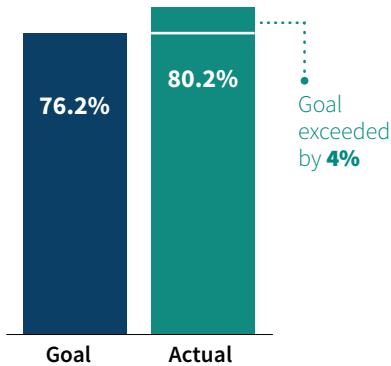


FY 2022

A Banner Year of Firsts!

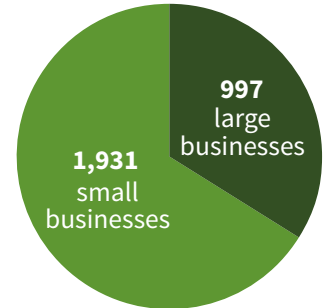


Competition rate broke 80% for **first time** in DHS history



First timers

2,928 businesses worked with DHS for the **first time**



< 1% of competed awards protested



FY21: **110 protests**
FY22: **82 protests**

The decrease reflects DHS's transparency in the bidding process so bidders know everyone was evaluated fairly.

Highest small business prime obligation: **\$8.95B**
(\$1 billion more than FY21)



40%
of DHS total spend

Small business achievements were **highest** in DHS history

18% of contracts went to small and disadvantaged businesses

HIGHEST EVER

\$3.99B

Small disadvantaged business

HIGHEST EVER

\$1.50B

Service-disabled veteran-owned small business

HIGHEST EVER

\$1.19B

HUBZone

HIGHEST EVER

\$1.75B

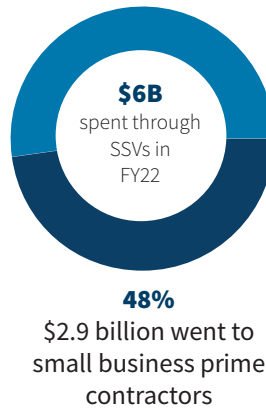
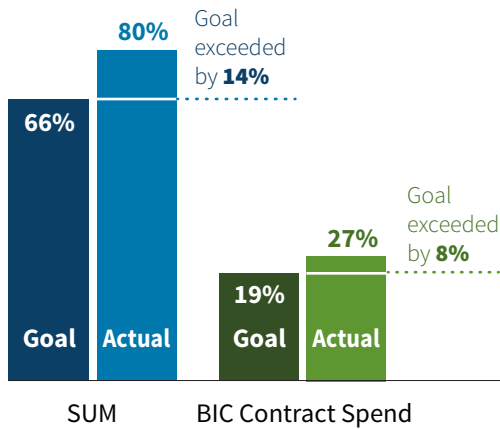
Women-owned

* All FY 2022 numbers are preliminary as of December 2022.

DHS PROCUREMENT BY THE NUMBERS

Fifth consecutive year breaking category management goals

DHS surpassed its Government-wide spend under management (SUM) and best-in-class (BIC) contract utilization goals for the fifth consecutive year, demonstrating its commitment to using DHS-developed strategically sourced contracts and adopted Government-wide solutions to purchase common goods and services. In fact, since FY 2018 when category management goals were established, DHS is the ONLY Chief Financial Officers Act agency that has met or exceeded both its small business and category management goals.



\$463 million
Saved in FY22

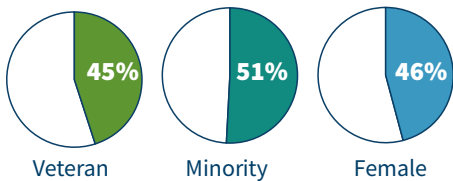
\$6.8 billion
Cumulative savings since FY05

More learning = a more empowered, capable workforce

119 enrolled in EDGE Mentoring Program

24 graduated from Acquisition Professional Career Program and Warriors-to-DHS Pathway

Diversity in the Acquisition Professional Career Program



Homeland Security Acquisition Institute delivered **> 300** learning events completed by **> 20,000** students from across the DHS enterprise



Leveling up innovative strategies

PIL Boot Camp – The Next Level was introduced to the DHS workforce for more advanced training on innovative procurement techniques

4 classes
offered

244
attended

Average customer satisfaction rating
4.8 out of 5.0

“The instructors were engaging, attentive, knowledgeable, and did a great job.”



“PIL has world-class instructors, you guys totally rule.”



Inspire Innovation to Enhance Mission Capability

A New (Industry) Day

Coordinate 109 meetings in one industry day? No sweat. OSDBU helped the U.S. Coast Guard build interest in its National Multiple Award Construction Contract III with the remote meeting technology they use to conduct Vendor Outreach Sessions (VOS) and Vendor Outreach Matchmaking Events (VOME). The Coast Guard matched small and large businesses for 15-minute meetings to explore teaming opportunities. The event saved time and money and reached more businesses than an in-person event could have. Since the event, the Coast Guard has seen a dramatic increase in the number of businesses monitoring the solicitation, especially small businesses, said Nettie Straub, Coast Guard small business and industry liaison. “We don’t have a women-owned small business on our construction contract, but we have women-owned small businesses that intend to propose on this contract because of the industry day,” she said. The small business community gave OSDBU high praise for the use of VOS, particularly after OSDBU began matching businesses by NAICS code and capabilities rather than on a first-come, first-served basis. Something tells us we haven’t seen the last innovative use of virtual engagement from OSDBU.



“This is a phenomenal improvement of the VOS process. Thank you for your work on helping us small businesses get a seat at the table.”

“Small businesses really appreciate your innovative thinking and continual improvements to get us seen and heard!”

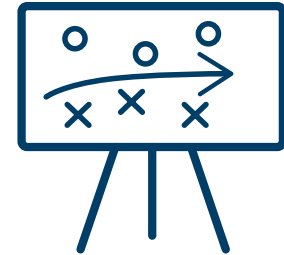
“This is awesome news! We appreciate the efforts helping small businesses work with DHS, and this is another opportunity for us to showcase our capabilities.”





Put Me In, Coach

Contracting officer Chad Parker made a big play for U.S. Citizenship and Immigration Services (USCIS) while earning his Level 2 Coaching Digi-badge through the Procurement Innovation Lab (PIL) Coach-the-Coach project. Parker coached his procurement team on how to use a technique called Fusion Procurements to recombine two separate task orders for the Fraud Investigation National Security Coordinated Heuristics (FINCH) contract. USCIS released one solicitation for two expiring requirements, without bundling them. When vendors participated in a coding challenge as part of their proposals and the cloud platform failed to collect the code, Parker kept his cool. He leaned forward and had vendors repeat the challenge after testing the platform. USCIS awarded two small business task orders in 7 months totaling \$231 million. What a grand slam!



There's a Bot for That

Want a coworker who works fast and doesn't overshare in Teams meetings? Meet Dee and DORA, the newest members of the DHS procurement community and the first bots deployed at DHS to relieve procurement professionals of administrative burdens. Robotic process automation is transforming our work, performing time-consuming, low-value tasks such as researching vendors or gathering and consolidating information from other government systems. U.S. Customs and Border Protection (CBP) and Immigration and Customs Enforcement (ICE) are piloting bots. CBP uses Dee the De-obligation Bot in the de-obligation process. ICE piloted the Army's Determination of Responsibility Assistant (DORA) to assist ICE's contracting staff to perform responsibility determinations. A task that used to take an hour of a contracting professional's valuable time—pulling information from SAM and FAPIIS and creating summary reports—DORA can do and return to a contracting professional in five minutes or less.

DEE THE DE-OBLIGATION BOT
HAS PERFORMED

200+

ACTIONS FOR CBP

DE-OBLIGATED

\$30M

REDUCED TIME SPENT
BY ICE STAFF

66%



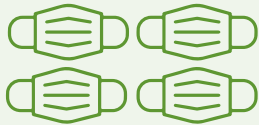
DHS Plans Ahead on PPE



THE CHALLENGE

DHS requires personal protective equipment (PPE) for frontline operators regardless of whether we're in a pandemic.

3-month supply



THE SOLUTION

The DHS Office of Procurement Operations engaged with industry and built a first-of-its-kind PPE Safety Stock IDIQ that enables DHS Components to purchase PPE from a 3-month pre-purchased supply stored at the vendor's facility. DHS purchased the supply upfront so as Components purchase PPE, vendors can continue to replenish the stock, maintaining an unexpired supply of PPE and immediate access to a 3-month Department-wide supply.



THE IMPACT

PPE is always available for frontline operators to complete the mission. It doesn't expire while large quantities sit in a warehouse, and DHS saves money and resources that aren't spent on storage. The strategic sourcing vehicle also answers presidential directives to buy American because PPE is purchased through the AbilityOne Program, which employs Americans with disabilities.

A Workplace of Choice

Like a pop quiz, the shift to offsite work during the pandemic was an unexpected test of the workforce's ability to work remotely. The procurement workforce scored high marks by demonstrating it could get the job done. Chief Procurement Officer (CPO) Paul Courtney took the opportunity to enhance OCPO's reputation as a workplace of choice through empowerment, flexibility, and trust. He instituted flexible scheduling for OCPO staff and recommended that the Heads of Contracting Activities do the same. Salvatore Saraceno, Head of U.S. Secret Service (USSS) Contracting Activity, followed the CPO's lead and championed flexibility. For the first time, USSS leadership allowed administrative, professional, and technical staff to telework up to 80 percent in a bi-weekly period. Also, hiring managers were empowered to advertise their vacancies and negotiate locations, which gives prospective employees the option to report to the closest USSS field or resident office across the nation. Supervisors and managers have virtual collaboration tools that support remote work. This historic flexibility broadened the agency's hiring pool and increased the number of qualified candidates replying to USSS job announcements.



Innovation's Rewards

Seeing is believing, and the Office of Selective Acquisitions (OSA) believes in innovative procurement techniques. OSA awarded three mission-critical Cyber Assessment Remote Penetration Testing contracts in half the time using oral presentations, on-the-spot consensus, confidence ratings, and advisory down-selects. The contracts give DHS the tools to continuously monitor its systems for cyberattacks. The innovative techniques that were used allowed DHS to get contracts in place faster and with better results.



TYPICAL TIME TO AWARD

60 days



WITH INNOVATIVE TECHNIQUES

30 days

Relief Measured in Minutes

When you're waiting for life-saving supplies, two days can feel like an eternity. Contracting officers voiced concerns that the process to defer a Congressional Notification, which is required for contracts over \$4 million, was in some cases slowing expedited life-saving relief. An OCPO transformation team analyzed the process and transferred sign-off authority to the Heads of Contracting Activities (HCAs) and created a template that HCAs now use to justify fast, emergency procurement actions. The changes shaved two days off the process. They also improved the relationship between FEMA and the states because Federal Coordination Officers who manage state disaster response and recovery can now deliver tangible results immediately. During FY 2022, FEMA used the new deferral process 25 times, getting life-saving support services and supplies into the hands of American citizens sooner.



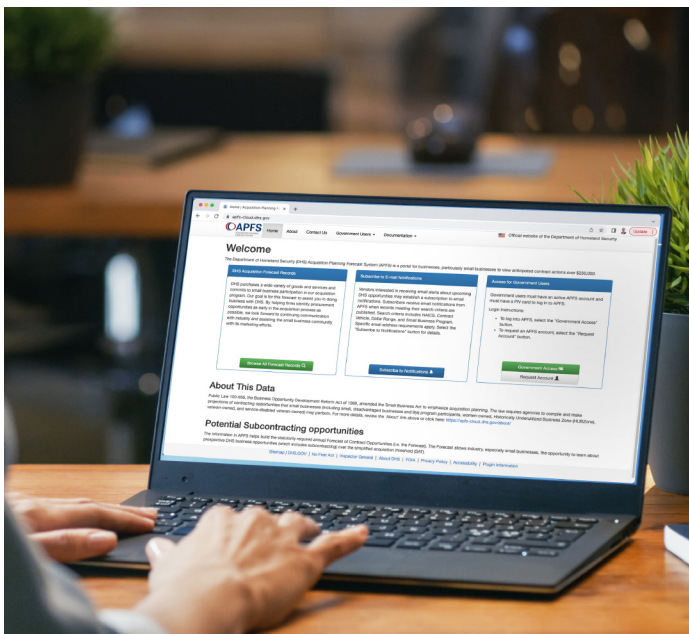
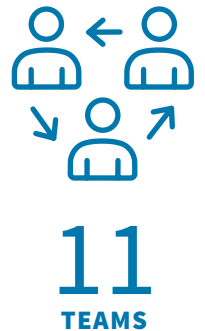


Enrich the DHS Procurement Experience

Champions of an Enriched Procurement Experience

Oh, what a year! The CPO Excellence Awards recognize and celebrate procurement professionals who positively contribute to a better procurement experience. They are also an opportunity to reflect on the incredible work being done, and to show our appreciation of one another. Nominations are submitted by the workforce, and, in FY 2022, 121 people—17 individuals and 11 teams—were recognized for their contributions. These awards demonstrate to our procurement professionals how critically important they are to meeting the mission. Congratulations to all the winners!

CPO EXCELLENCE AWARDS



Industry Inspired Forecast Change

Feedback from industry inspired a change in the Acquisition Planning Forecast System (APFS)! Industry relies heavily on government forecast tools to understand government requirements and to plan resources for future solicitations. The Acquisition Workforce and Systems Support (AWSS) team took on the challenge to make improvements to APFS by redesigning the public landing page to highlight the primary features and by making it so industry can see and track where changes have been made. By incorporating industry feedback, AWSS put both government and industry in better positions to support the mission and goals of the Department. Industry can now more easily identify and more accurately respond to government needs.



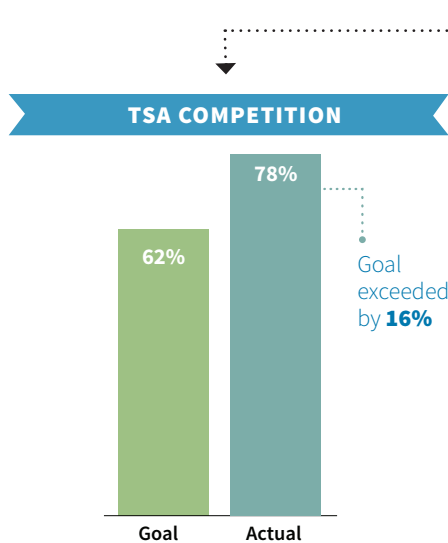
The Standard Bearer

You know you've made it when ... Congress passes a bill directing you to share your innovative procurement techniques with the Chief Acquisition Officers Council. The PRICE Act of 2021 (Promoting Rigorous and Innovative Cost Efficiencies for Federal Procurement and Acquisitions Act of 2021) requires agencies to report compliance with the act. Congress has recognized the DHS procurement community's work over the past few years and are now directing the Department to share its innovative procurement techniques so they can be leveraged by a broader audience of federal agencies.

"PIL paved the way for other innovation labs and for **pushing the perceived boundaries** of the FAR," said Sandra Schmidt, PIL Acting Director. The Congressional request to review an annual report of the work "codifies our work and recognizes its importance."

Leveraging the Power of AI

What if you could conduct market research faster with more accurate results? Artificial intelligence (AI) has proven to be a useful tool for rapidly collecting data and trends. DHS created a multi-agency contract to give federal agencies access to AI tools for market research, a notoriously time-consuming, but crucial, step for procurement professionals. DHS and the Procurement Innovation Lab (PIL) worked with the Office of Management and Budget, Office of Federal Procurement Policy, and members of the Chief Acquisition Officers Council and awarded contracts to three vendors, all small businesses, for their market research software tools. Now any federal agency can order from the contract and leverage AI power to streamline their marketing research efforts.



Competition's Secret Weapon

Competition advocates are unsung heroes in the procurement workforce, and they were in overdrive in FY 2022. DHS had the highest competition rate in Department history at an impressive 80 percent, with almost every Component meeting or exceeding its competition goal. The Transportation Security Administration (TSA) exceeded its goal by 16 percent, a credit to TSA competition advocate Marvin Grubbs, who works daily with contracting staff to ensure maximum competition on TSA requirements. "TSA recognizes the value of competition and has increasingly promoted it by training the acquisition workforce," said Grubbs.



Look Who's Talking

Everyone benefits when industry shares its perspective and feedback on DHS procurement strategies. Micro-Reverse Industry Days, or Micro-RIDs, give the procurement workforce the opportunity to hear directly from industry on how to make process adjustments that improve outcomes and strengthen the procurement process. Three well-attended Micro-RIDs in FY 2022 gave the DHS procurement workforce lots to talk about.

INDUSTRY RECOMMENDATIONS

(Key points made by industry members presenting at FY 2022 Micro-RIDs)

- » Virtual meetings provide more opportunity for industry to hear from government.
- » Small businesses must be choosy on how they spend their bid and proposal budget and appreciate feedback early in the process.
- » Ensure clear requirements reflect the need.
- » Be transparent in the debriefing; provide industry with tangible and specific feedback.

PROCUREMENT PROFESSIONALS' MICRO-RID FEEDBACK

“It is good to hear industry perspectives to **gain a deeper appreciation** of what they look at so you can try to **put out clearer requirements and transparency** in source selection.”

“I am learning how the **puzzle pieces fit together** in the grand scheme of things.”

“**This was one of the best trainings I have participated in.** The skits made it relatable to real-life situations and not just theory presented. It was engaging and informative.”

MICRO-RIDS



600
FEDERAL
STAFF
ATTENDED



92%
LEARNED
SOMETHING
NEW



A Giant Impact

A \$900 million contract action with 150 labor categories can feel like a Herculean effort. Help from the Oversight Pricing Branch (OPB) lightened the load of FEMA’s Risk Mapping, Assessment, and Planning Program IDIQs. FEMA tapped into OPB expertise on pricing strategies, cost/price analysis, and contract administration. FEMA credits OPB with helping negotiate positions that resulted in \$30 million in savings on one task order and a cumulative 7 percent reduction in price on future fixed-price task orders. The three single-award IDIQs will provide architecture and engineering services to generate and evaluate flood hazard and risk nationwide and in U.S. territories for the next 5 years.

FEMA CONTRACT SAVINGS



“The DHS team provided a **Herculean effort that paved the way for more efficient and effective placement of task orders** under the contracts that promotes fixed pricing and will have lasting benefits to FEMA over the next 5 years.”
— FEMA

